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NPIC/D-212-70

13 JUL 1970

MEMORANDUM FOR: Deputy Director for Intelligence

SUBJECT : 1540 Light Table Contract Negotiation

1. I wish to call to your attention the especially fine results attained by [] in the contract negotiations which he recently concluded with [] for the production of some 389 1540 Light Tables. Not only was he able to gain a much needed acceleration to the proposed delivery schedule, but he was also able to conserve almost [] of the funds allocated against the manufacturer's firm quote. He received valuable assistance in this task from the West Coast Field Office and from our own []

2. The attached synopsis gives the details. Items 2 and 3 are less sophisticated versions of the basic light table (Item 1). As you can see, the United States Air Force converted its saving into a significant number of additional units.

3. In sum, [] has brought off an effective negotiation, and has given us yet another reason to regret his retiring at the end of the year.

[]

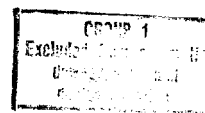
Executive Director
National Photographic Interpretation Center

Attachment:
a/s

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NPIC/ODIR [] (13 July 70)



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SYNOPSIS OF NEGOTIATED PROCUREMENT OF 1540 LIGHT TABLES

REQUIREMENTS:	Budget Est. Based on 200 Units	Firm Quote* Based on Quantity Indicated	Negotiated Price** Based on Quantity Indicated	
25X1 Item 1		(281)	(344)	25X1
Item 2		(30)	(38)	
Item 5		(17)	(7)	

25X1*Exclusive of Cost of [] for Operator's and Maintenance Manuals and Packing and Shipping Costs.

**Inclusive of Costs of Operator's and Maintenance Manuals and Packing and Shipping Costs.

FUNDING:

25X1 Component	
25X1	
THG (265)	
IAS (16)	
NAVY (11)	
DIA (40)	
USAF*** (38)	
US ARMY (7)	
TOTAL	

25X1***Total savings on USAF Requirement for 30 Units was []; 8 additional units were procured out of this amount.

DELIVERY:

Proposed Delivery Schedule -- 35 units by 30 November 1970
135 units by 2 February 1971 (Delivered at the rate of 10 units per week)

Negotiated Delivery Schedule -- 40 units by 16 November 1970
145 units by 4 January 1971 (Delivered at the rate of 15 units per week) (Delivery rate reduced to 10 units per week beginning February 1971)

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GROUP 1
Excluded from automatic
downgrading and
declassification